**STATE OF TEXAS DIR PROCUREMENT CONTRACT**

**Panasonic Contract # DIR-SDD-2020**

**CONTRACT TERMS**

**PRICING DISCOUNTS**

|  |  |
| --- | --- |
| **PRODUCTS** | **TX DIR Discount from MSRP** |
| **LIFESIZE** |  |
| LifeSize End Point (excludes Passport) | 28.50% |
| LifeSize Infrastructure | 28.50% |
| LifeSize Software | 19.50% |
| LifeSize Passport | 14.50% |
| LifeSize Servers | 4.50% |
| LifeSize Accessories | 4.50% |
| **SAMSUNG** |  |
| 18.5" TFT LCD Displays: | 33.50% |
| 19" TFT LCD Displays: | 33.50% |
| 20" TFT LCD Displays: | 33.50% |
| 21.5" TFT LCD Displays: | 33.50% |
| 22" TFT LCD Displays: | 33.50% |
| 23" TFT LCD Displays: | 33.50% |
| 24" TFT LCD Displays: | 33.50% |
| 27" TFT LCD Displays: | 33.50% |
| Specialty Displays: | 29.75% |
| PCOIP Products: | 33.50% |
| Plasma Displays: | 27.50% |
| 32" & 40" TFT LCD Displays: | 27.50% |
| 46" TFT LCD Displays: | 27.50% |
| 52", 57", 70" & 82" TFT LCD Displays: | 29.00% |
| Mounts, Options and Accessories: | 29.00% |
| Extended Warranties: | 27.50% |
| Enhanced Warranties: | 21.50% |
| Software: | 27.50% |
| **RELATED SERVICES** |  |
| Maintenance and Support | 14.50% |
| Installation | 00.50% |
| Training | 00.50% |
|  |  |

**CONTRACT FEE**

There is a 0.75% DIR fee that is collected by SYNNEX with each order and then submitted back to the state on a monthly basis. Your pricing from SYNNEX should be your regular commercial pricing plus the fee uplift. ***This is 0.75% of the price charged to the enduser.***

**QUOTING**

SYNNEX will provide Dealers with two prices for each quoted item:

1. Your reseller cost with the contract fee uplift, and
2. The ceiling price or contract price is the highest price that can be charged to the State of Texas. A calculator is available online to assist you with determining the contract price.
3. For larger opportunities, please follow established special pricing request processes with your local Lifesize and/or Samsung Rep.

**DEALER RESPONSIBILITIES**

1. Identify quote as a DIR-SDD-2020 opportunity.
2. Clearly indicate on your purchase order Contract # DIR-SDD-2020.
3. On your PO, create separate line item for the DIR fee. SYNNEX will invoice approved Dealer for their cost plus the contract fee.
4. Provide copy of the enduser PO or e-mail (for credit card orders).
5. Provide monthly POS (for verification purposes) to [txdir@synnex.com](mailto:txdir@synnex.com) with the following fields: Enduser PO #; Reseller PO #,; Price charged to Enduser; Qty; Extended Price. Please submit report by the 7th of each month. If no sales, please send e-mail indicating such.
6. All DIR sales must be sourced through SYNNEX.

Please be advised it is your responsibility to identify these opportunities and orders to your SYNNEX representative. We reserve the right to debit your account the 0.75% DIR fee at a later date if you fail to do so at the time the order is placed with SYNNEX.

**SYNNEX CONTACT**

Tele: 1-877-230-5680

1-800-456-4822, Ext. 4064, 4079

E-mail: txdir@synnex.com

**AUTHORIZED DEALERS/ORDER FULFILLERS**

Name: **Austin Ribbon and Computer Supplies, Inc.**

Address: 9211 Waterford Centre Blvd, Austin, TX 78757

Tele: 512-452-0651

Contact: Scott Sizemore

E-mail: scott.sizemore@arc-texas.com

VID# 1742339797900

HUB Ethnicity/Gender: YES, Vendor Number: 07581

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **Audio Visual Aids**

Address: 2903 N. Flores St, San Antonio TX 78212

Tele: 210-732-1234

Contact: Ron George

E-mail: [rgeorge@audiovisualaids.com](mailto:rgeorge@audiovisualaids.com)

VID# 1742339797900

HUB Ethnicity/Gender: Woman owned

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **Avinext**

Address: 1400 University Drive East

Tele: 979-846-9727

Contact: John Crockett

E-mail: crockett@avinext.com

VID# 1742511528800

HUB Ethnicity/Gender: Hispanic Male

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **Ford Audio-Video Solutions, Inc**

Address: 4800 West I-40, Oklahoma City, OK  73128

Tele: 512-447-1103, ext. 2718

Contact: Toni Tobin

E-mail: [tobit@fordav.com](mailto:tobit@fordav.com)

VID# 1730947837200

HUB Ethnicity/Gender: NO

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **MC2 Communication DBA Imageplus Enterprises**

Address: 4212 SW 15th Avenue, Amarillo, TX  79106

Tele: 806-335-1700

Contact: Caroline Landry

E-mail: [caroline@mcwtx.com](mailto:caroline@mcwtx.com)

VID# 1204714880900

HUB Ethnicity/Gender: NO

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **Summit Integration Systems**

Address: 544 Brittmoore Road, Houston, TX 77041

Tele: 512-451.7446 ext.110

Contact: Joshua Collins

E-mail: [jcollins@summit-sys.com](mailto:jcollins@summit-sys.com)

VID# 17604845754

HUB Ethnicity/Gender: NO

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **Visionality – Designs That Compute**

Address: 1778 N Plano Road #211b, Richardson, TX 75081

Tele: 214-276-0124

Contact: Howard Barnett

Email: [howard@visionality.com](mailto:howard@visionality.com)

VID# 1752151015

HUB Ethnicity/Gender: Woman Owned

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **Datroo Technologies Inc**

Address: 1292 N 1st Street, Abilene, TX 79601

Tele: 325.675.8880

Contact: Chad Fambrough

Email: [cfambrough@datroo.com](mailto:cfambrough@datroo.com)

VID# 1454944117900

HUB Ethnicity/Gender: NO

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **Visual Innovations Company Inc**

Address: 8500 Shoal Creek Blvd, Bldg One, Austin, TX 78757

Tele: 512-334-1100

Contact: Aaron Sellers

Email: [aaron\_sellers@vicav.com](mailto:aaron_sellers@vicav.com)

VID# 1742717463000

HUB Ethnicity/Gender: YES, Vendor Number #089897

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **ALL3 Communications**

Address: 17046 CR 457, Normangee, TX 77871

Tele: 936-649-5430

Contact: Conrad Stietenroth

Email: [conrads@all2comm.com](mailto:conrads@all2comm.com)

VID# 1161705459500

HUB Ethnicity/Gender: NO

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **Audio Visual Technologies Group, Inc**

Address: 12503 Exchange Drive, Ste 540, Stafford, TX 77477

Tele: 281-240-2100

Contact: Ashley Brown

Email: [abrown@avtg.com](mailto:abrown@avtg.com)

VID# 1161705459500

HUB Ethnicity/Gender:

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **Data Projections Inc.**

Address: 3700 W. Sam Houston Pkwy S, Suite 525, Houston, TX 77042

Tele: 512-271-6536

Contact: Alan Stoner/Robbie Turner

Email: [astoner@dataprojections.com](mailto:astoner@dataprojections.com) or [rturner@dataprojections.com](mailto:rturner@dataprojections.com)

VID# 1760326022902

HUB Ethnicity/Gender: YES Vendor Number #24293

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **En-Net Services, LLC**

Address: 712 N East Street, Frederick, MD 21701

Tele: 301-846-9901

Contact: Ed Floyd

Email: [efloyd@en-netservices.com](mailto:efloyd@en-netservices.com)

VID# 152197737971

HUB Ethnicity/Gender: NO

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **Digital Resources, Inc.**

Address: 2107 Greenbriard Drive, Suite B, Southlake, TX 76092

Tele: 817-481-9300

Contact: Wendy Bock

Email: [wbock@digitalresoucres.com](mailto:wbock@digitalresoucres.com)

VID# 1731596678200

HUB Ethnicity/Gender: Woman Owned, Small Business, HUB Vendor Number#49129

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **Highpoint Technology Group**

Address: 1331 Gemini Street, Suite 103, Houston, TX 77058

Tele: 800-644-7250

Contact: Steve Guistwite

Email: [Steve.Guistwite@highpoint-technology.net](mailto:Steve.Guistwite@highpoint-technology.net)

VID# [1274481565000](https://mycpa.cpa.state.tx.us/tpasscmblsearch/VendorDetailFwd.do?vid=e5aa8d66f619c89730b223c9b04cc854)

HUB Ethnicity/Gender: NO

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.

Name: **Peak Methods, Inc. dba Peak Uptime**

Address: 823 S Detroit Ave, Suite 200, Tulsa, OK 74120

Telephone: 918-585-8488

Contact: Jennifer McCuistian

Email: [jennifer.mccuistian@peakuptime.com](mailto:jennifer.mccuistian@peakuptime.com)

VID# 1752071070200

HUB Ethnicity/Gender: NO

Responsibilities: On-site assessment and consultation; technical support; business development; customer service support; and sales and post-sales support.